

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 INR-10 PA-02 TRSE-00 EB-08 DOE-15
SOE-02 /050 W

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P 041624Z MAY 78
FM AMEMBASSY MOSCOW
TO USDOC WASHDC PRIORITY
INFO AMCONSUL LENINGRAD
SECSTATE WASHDC 1318
USICA WASHDC

UNCLAS SECTION 01 OF 02 MOSCOW 09784

USDOC FOR BEWT/TDAD (BOWIE

USICA FOR ECA

E.O. 11652: N/A
TAGS: BEXP, BTRA, OTRA, UR
SUBJECT: SEMINAR ON MARKETING IN U.S.

REF: USDOC 8093 (NOTAL)

1. COMATT AND COMOFF MET WITH MEL'NIKOV AT MINISTRY OF
FOREIGN TRADE (MFT) ON APRIL 25 AND AGAIN MORNING APRIL
28 (BEFORE RECEIPT OF USDOC 8093) TO RESOLVE OUTSTANDING
QUESTIONS REGARDING SUBJECT SEMINAR. STATUS OF VARIOUS
POINTS ARE KEYED APPROXIMATELY TO PARAGRAPHS IN REFTEL,
AS FOLLOWS:

2. NEITHER MFT NOR EMBASSY WILL TAKE FURTHER ACTION ON
HOTEL ACCOMMODATIONS UNLESS SPECIFIC PROBLEMS ARISE WHICH
AMERICAN EXPRESS CANNOT HANDLE.

3. REGARDING HOSPITALITY, BEWT'S DESIRES REGARDING LUN-
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CHEON AND COCKTAIL HAVE BEEN PASSED TO MEL'NIKOV. HE RE-
SPONDED THAT DEPUTY MINISTER MANZHULO WOULD ALSO, IN ALL
LIKELIHOOD, HOST EITHER A LUNCHEON OR A RECEPTION FOR
MEMBERS OF U.S. SEMINAR DELEGATION. FOLLOWING APRIL 28
MEETING, IT WAS NOT ENTIRELY CLEAR FROM MELNIKOV'S RE-
MARKS WHETHER MANZHULO HAS IN MIND HOSTING ONE OF TWO
EVENTS SUGGESTED BY BEWT OR AN ADDITIONAL ONE. WE WILL

CLARIFY THIS POINT IN NEXT MEETING NOW SET FOR EITHER MAY 11 OR MAY 12, WHEN MEL'NIKOV RETURNS FROM TEN DAYS ON LEAVE.

4. SOVIET SIDE IS STILL LOOKING AT SLATER AND LANGE PROGRAMS AS INDEPENDENT ITEMS. DR. SLATER'S PROGRAM IS SHAPING UP AS FOLLOWS:

- MAY 29 - PARTICIPATION IN SEMINAR
- MAY 30 AND 31 - MOSCOW - SPEAK WITH SELECTED OFFICIALS AS INDICATED BELOW
- MAY 31/JUNE 1 - TRAVEL BY OVERNIGHT TRAIN TO LENINGRAD
- JUNE 1 AND 2 - LENINGRAD - SPEAK WITH OFFICIALS OF VOZNESENSKIY FINANCIAL ECONOMIC INSTITUTE AND INSTITUTE OF MATHEMATICAL ECONOMICS, IF THESE CAN BE ARRANGED
- JUNE 2/3 - RETURN FROM LENINGRAD BY OVERNIGHT TRAIN TO MOSCOW
- JUNE 3 - MOSCOW - REJOIN SEMINAR GROUP; SIGHT-SEEING
- JUNE 4 - DEPART WITH GROUP FROM MOSCOW.

FOR DR. SLATER IN MOSCOW MEL'NIKOV HAS NEARLY FIRM COMMITMENTS FROM STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY, USA INSTITUTE, GOSPLAN, MFT'S MARKET RESEARCH INSTITUTE, FOREIGN TRADE BANK (VNESTORG BANK) AND STATE BANK (GOSBANK) FOR MEETINGS WITH SMALL GROUPS OF POLICY LEVEL OFFICIALS.

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OFFICIALS. AS REGARDS LEVEL OF MEETINGS, MEL'NIKOV WAS UNABLE TO BE MORE SPECIFIC. HE DID INDICATE, HOWEVER, THAT HE COULD ARRANGE ADDITIONAL MEETINGS IN MOSCOW, IF DR. SLATER DESIRED. SUCH ADDITIONS WOULD, HOWEVER, ENTAIL NECESSITY OF ALTERING OF HER OVERALL SCHEDULE AS LAID OUT ABOVE. MEANWHILE, MEL'NIKOV INDICATED THAT HE WAS ATTEMPTING TO SET UP MEETINGS FOR SLATER IN LENINGRAD WITH ABOVE-NAMED INSTITUTIONS, BUT COULD NOT GUARANTEE SAME RESULTS THERE THAT HE COULD IN MOSCOW. HE ALSO SAID ALL MEETINGS WOULD BE CONDUCTED IN ENGLISH LANGUAGE WITH NO NEED FOR INTERPRETATION. ACTION REQUESTED: PLEASE INDICATE WHETHER DR. SLATER WOULD LIKE TO STICK WITH BASIC SCHEDULE SHOWN ABOVE, OR WOULD PREFER TO SPEND MORE TIME IN MOSCOW AT EXPENSE OF LENINGRAD PORTION. WE WILL TAKE UP SPECIFIC SUGGESTIONS PARA 4, REFTEL, AT NEXT MEETING WITH MEL'NIKOV. WE DID NOT PROPOSE, HOWEVER, TO SUGGEST MEETINGS WITH EITHER PATOLICHEV OR ALKHIMOV SINCE LEVEL IS INAPPROPRIATE. FINALLY, MEL'NIKOV WOULD LIKE TO KNOW EXACT TOPICS DR. SLATER WISHES TO DISCUSS AT MINISTRIES OF OIL, GAS AND CONSTRUCTION OF OIL AND GAS INDUSTRY ENTERPRISES. HE SAID THESE MINISTRIES ARE NOT INCLINED TO MEET WITH HER UNLESS SUBJECTS FOR DISCUS-

SION CAN BE MADE CLEAR BEFOREHAND. PLEASE ADVISE.

5. RE DR. LANGE, MEL'NIKOV INDICATED HE WAS HAVING DIFFICULTIES IN HIS INITIAL EFFORTS TO STRUCTURE HER PROGRAM ALONG LINES SUGGESTED USICA TELEGRAM 01215. AT OFFICIAL LEVEL, HE INDICATED, INTEREST DID NOT SEEM HIGH. THERE IS ONE POSSIBILITY IN MOSCOW, HOWEVER, WHICH HE IS PURSUING. FURTHERMORE, THERE WERE NO POSSIBILITIES FOR HER TO ADDRESS STUDENTS AT MOSCOW STATE UNIVERSITY SINCE HER VISIT COINCIDES WITH EXAMINATION PERIOD AT MGU (AND IN LENINGRAD, TOO) WHEN LECTURES ARE "NOT PERMITTED." .

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SECSTATE WASHDC 1319

USICA WASHDC

UNCLAS SECTION 02 OF 02 MOSCOW 09784

USDOC FOR BEWT/TDAD (BOWIE

THUS, IT MAY BE FORTUITOUS THAT DR. LANGE PLANS TO REMAIN IN USSR ONLY UNTIL JUNE 4. WE WILL APPRISE MEL'NIKOV OF THIS FACT AT NEXT MEETING. MEL'NIKOV WAS NOT AS SANGUINE ABOUT A JOINT PROGRAM FOR SLATER AND LANGE THIS TIME AS LAST.

6. MEL'NIKOV WAS AGREEABLE TO DAILY SEMINAR STARTING TIME OF 0930 RPT 0930. HE WILL EXPECT TO BE ABLE TO HAVE PRIVATE MEETING WITH A/DAS STROH AROUND 0830 HOURS ON MONDAY, MAY 29, TO DISCUSS LAST MINUTE ARRANGEMENTS.

7. PERSONNEL SHIFTS INDICATED PARA 8, USDOC 08903 WERE ALSO TRANSMITTED PER USCO/BOWIE TELECON.

8. MEL'NIKOV SAID 180 SOVIETS WERE EXPECTED TO ATTEND SEMINAR SESSIONS.

9. FINALLY, MEL'NIKOV WAS PLEASED THAT USDOC WILL USE
EMBASSY/USCO AS PRIMARY CHANNEL FOR RELAY OF INFORMATION
ON THIS SEMINAR, ESPECIALLY AS MAY 27 NEARS.

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10. PLEASE INCLUDE AMCONSUL LENINGRAD ON ALL FUTURE
CABLES ON THIS SUBJECT, ESPECIALLY IF THEY INVOLVED DR.
SLATER'S TRAVEL PLANS. TOON

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